

Message Text

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ORIGIN EUR-25

INFO OCT-01 ISO-00 COME-00 EB-11 VO-03 CIAE-00 FBIE-00

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COMMERCE - MR. J. TREICHEL (SUBS)
COMMERCE - MR. B. PIGGETT

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R 272348Z SEP 74
FM SECSTATE WASHDC
TO AMEMBASSY WARSAW
INFO USMISSION BERLIN

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E.O. 11652:N/A
TAGS: ETRD, BEXP, GE
SUBJECT: US COMPANY BIDDING ON DOLLARS 90 MILLION
PROJECT IN GDR
REFERENCE: WARSAW 5778

1. DEPARTMENT CONTACTED BRANDMAN OF ALAN SCOTT AND EXPLAINED THAT TRAVEL BY GDR TECHNICIANS TO US SHOULD POSE NO SERIOUS PROBLEMS SHOULD FIRM'S BID BE ACCEPTED BY GDR AUTHORITIES. VISA PROCEDURE WOULD BE SAME AS FOR OTHER GDR BUSINESS TYPES (INVITATION FROM SCOTT TO GDR TECHNICIANS, VISA APPLICATION THREE WEEKS BEFORE DATE OF PROPOSED TRAVEL). IF TRAVEL NECESSARY BEFORE OPENING OF EMBASSY IN EAST BERLIN, APPLICANTS SHOULD APPLY AT US MISSION. BRANDMAN INDICATED THAT DURING THREE-YEAR BUILDING PERIOD TRAVEL BY A NUMBER OF GDR TECHNICIANS TO US COULD BE EXPECTED.

2. BIDS ON PLANT CLOSE SHORTLY WITH CONTRACT AWARDING TO FOLLOW ONLY AFTER FURTHER NEGOTIATIONS ON DETAILS. MAJOR HANGUP HAS BEEN FINANCING BUT BRANDMAN INDICATED

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THAT FIRST NATIONAL BANK OF CHICAGO AND AN UNNAMED NEW

YORK BANK HAD SHOWED SOME INTEREST.

3. DEPARTMENT OF COMMERCE UNDERSTANDS THAT OTHER US FIRMS
ALSO STILL WISH TO BID ON THIS PROJECT (STATE 209390). KISSINGER

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